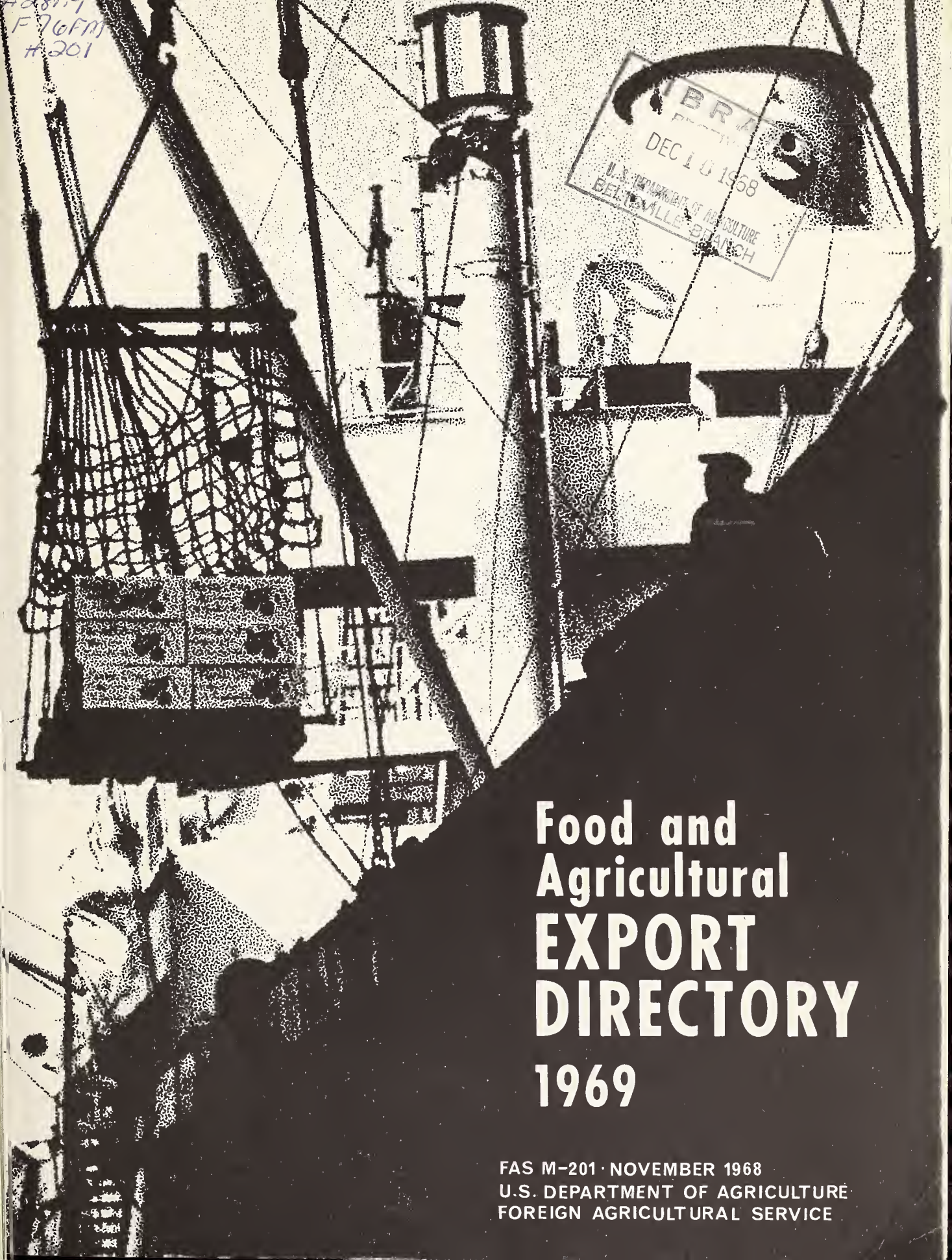


Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.



0871
F76FM
#201

LIBRARY
DEC 16 1968
U.S. DEPARTMENT OF AGRICULTURE
BELTMILLE BRANCH

Food and Agricultural EXPORT DIRECTORY 1969

FAS M-201 · NOVEMBER 1968
U.S. DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE

FOREWORD

The firm with agricultural products to sell in the export market will find help available from many sources--both public and private. Market information, field assistance, shipping services, financing, and other types of help can be obtained readily in almost all parts of the country.

In this directory, the Foreign Agricultural Service has brought together for the first time in one publication a listing of these various sources, with a brief description of the function of each. The principal export promotion arms of the Federal Government are listed, along with State Government agencies which are known to be active in this field. There is also a listing of trade associations and a brief list of some of the leading Government and non-Government publications useful to exporters.

Every effort has been made to make this directory as complete and accurate as possible as of this date. Suggestions for additions and changes that will make the information more useful will be welcomed. Listing does not imply approval or constitute endorsement by the U.S. Department of Agriculture or the Foreign Agricultural Service.

CONTENTS

	Page
Introduction.....	1
U.S. Department of Agriculture, Foreign Agricultural Service	3
U.S. Department of Commerce.....	5
Small Business Administration.....	8
State Departments of Agriculture.....	11
Port Authorities.....	17
Overseas Representatives of State Departments of Agriculture and Port Authorities.....	19
State Extension Services.....	21
Trade Associations.....	24
Overseas Offices of Trade Associations.....	29
Combination Export Managers.....	32
Financing and Credit.....	33
Transportation Services.....	34
Agribusiness Services	36
Research and Training.....	37
Advertising and Public Relations Associations	38
Foreign Embassies in the United States.....	39
Export Publications.....	42

FOOD AND AGRICULTURAL EXPORT DIRECTORY 1969

INTRODUCTION

The United States is one of the most efficient producers of food and agricultural products in the world. This, combined with the increasing purchasing power of many foreign countries, is opening up new opportunities for food and agricultural exports.

U.S. exports of food and agricultural products have nearly doubled since 1956. They can increase even further as traditional markets expand and especially as new ones spring up in areas like the Caribbean, Lebanon, Taiwan, and Thailand where some of our foods and food products are almost unknown. Opportunities also exist in many countries for adaptation of American foods to meet specific taste and marketing requirements.

The export business can be a profitable venture. If properly developed, it can open up new markets and additional sales that might be the difference between profit and loss on an annual ledger sheet. Exports lower a firm's per unit cost and favorably influence its competitive position in the United States. Also important is the fact that overseas sales benefit the entire nation, especially at this time when export earnings are critically needed to help the U.S. balance of payments position.

RECENT EXPORT ACHIEVEMENTS

Many U.S. food companies are developing profitable sidelines or full-scale export operations by catering to the foreign market. For example:

* A well-known Florida brand of single-strength orange juice has captured a 1-1/2-million-gallon market in Western Europe. The general lack of home refrigeration made the product a "natural" for the European market.

* An Illinois State group, through an exhibit at an international trade fair, discovered there was a good export market for American horseradish. Hundreds of tons of horseradish are now being sold to epicures in Europe.

* An Iowa poultry firm worked through an export agent in an experimental shipment of turkey thighs and drumsticks to West Germany. A large market developed, and the firm now has a full-scale export operation.

* Several meat-packing firms, through information gained by participation in a recent food exhibit in Tokyo, are developing a business for high quality U.S. beef in the Japanese market.

* A Colorado group recently imported some Japanese Okuta melon seed and is now growing and market testing the melons in hopes of developing an export market in Japan.

* A North Carolina group has developed a special variety of soybeans to meet specific needs for soybean foods in the Japanese market.

* A Texas firm testing the market for honey at a recent U.S. food exhibit in Beirut sold 1,400 cases during the period of the show. Repeat orders are indicated.

* Popcorn producers have uncovered an export market for American popcorn through installation of popcorn machines at international food exhibits to demonstrate how the "new" product can be popped and eaten out of hand.

* Airborne specialties, like strawberries, celery, radishes, and Iceberg lettuce, have been introduced to European consumers and may become important exports as air transportation develops.

WHERE TO START

Potential exporters will first want to know if they have a product that will sell in the foreign market. If, because of competition, duties, foreign tastes, or other reasons there is little hope for developing a foreign market for a particular product, this is worth knowing, too, before time and money are risked.

Information like this is readily available from many sources. Among these are trade associations, export brokers, combination export managers, and State Departments of Agriculture, who with the assistance of the Foreign Agricultural Service can give a first appraisal of the exportability of a product. The export specialists in the Department of Commerce and its field offices throughout the country can also be of special assistance.

If the preliminary findings indicate that an export market may be developed, the product is ready for test marketing. An easy, inexpensive market test can be conducted at one of the international trade fairs or food exhibits at overseas U.S. Trade Centers in which the Foreign Agricultural Service and the American food trade participate each year.

A representative of the firm, with order book in hand, should be present at this market test to talk with buyers about the possibilities for the product. If conditions warrant, a foreign agent for the product could be selected at this time.

Once the product appears to have initial acceptance with the foreign trade, Foreign Agricultural Service trade specialists can be consulted about including it in one of the many American in-store promotions conducted by foreign store groups. Leading foreign buyers can also be invited to visit the plant to see for themselves how the product is produced and marketed.

The mechanics of actually selling a product overseas may at first appear complex. But there are experts to help here, too--people whose business it is to advise exporters on bills of lading, letters of credit, and other shipping documents. Freight forwarders, bankers, and transportation services can be particularly helpful.

This directory lists most of the services available to exporters of food and agricultural products, from the initial inquiry to the final sale. One group, the Service Corps of Retired Executives (SCORE) of the Small Business Administration, warrants particular mention. The Corps provides experienced businessmen--at nominal charges--to lead exporters through their first overseas transactions.

FOREIGN AGRICULTURAL SERVICE
U.S. Department of Agriculture
14th and Independence Avenue, S. W.
Washington, D. C. 20250

The Foreign Agricultural Service is a service and promotion agency for the agricultural export business. The key Washington, D. C. contacts are listed below:

Administrator..... Raymond A. Ioanes Assistant Administrator
Associate Administrator..... Roy W. Lennartson for Export Programs.....Kenneth K. Krogh

FOREIGN MARKET DEVELOPMENT

Export Services. General assistance to exporters and to those wishing to get into the agricultural export business. Coordinator, R. L. Beukenkamp Tel: 202/388-6723

International Trade Fairs Division. Direction of food and agricultural exhibits at international trade fairs and U.S. Trade Centers, overseas American in-store promotions, trade seminars and conferences. Director, J. Kendall McClarren Tel: 202/388-6445.

Trade Projects Division. Development, administration, funding and evaluation of Government projects with U.S. trade and commodity organizations for promotion of food and agricultural products. Director, Elmer B. Winner Tel: 202/388-6343

Commodity Divisions. Information on foreign markets and export programs for the following agricultural commodities:

Cotton Director, W. Glenn Tussey
Tel: 202/388-6271

Livestock and Meat Products
Director, James P. Hartman
Tel: 202/388-6554

Dairy and Poultry Director, David R. Strobel
Tel: 202/388-3155

Tobacco Director, Hugh C. Kiger
Tel: 202/388-3000

Fats and Oils Acting Director,
Howard A. Akers
Tel: 202/388-7037

Sugar and Tropical Products (including honey)
Director, John I. Kross
Tel: 202/388-3423

Fruit and Vegetables Director, John W. Stewart
Tel: 202/388-3019

Forest Products (Forest Service, USDA)
H. R. Josephson Tel: 202/388-2570

Grain and Feed (including pulses and seeds)
Director, C. V. Jean Tel: 202/388-6885

GENERAL SALES MANAGER'S OFFICE

Long-term dollar credit sales and the Commodity Credit Corporation export subsidy program. General information on export policies and programs. Acting Manager, James A. Hutchins, Jr. Tel: 202/388-5916

Export Sales and Pricing

Grain: Peter B. Pauli Tel: 202/388-6582

Oils: David J. Humphrey Tel: 202/388-7791

Cotton: Elgia D. Bell Tel: 202/388-5651

Tobacco, etc.: Robert A. Owen
Tel: 202/388-3273

Credit Sales Programs H. I. Dunkleberger Tel: 202/388-7151

GENERAL SALES MANAGERS OFFICE (continued)

Field Representatives

Joseph Reidinger
26 Federal Plaza
Room 1759, Federal Building
New York, New York 10007
Tel: 212/264-8439

Callan B. Duffy
630 Sansome Street
Appraisers Building
San Francisco, California 94111
Tel: 415/556-6185

TRADE POLICY DIVISION. Information on trade policy, international agreements, and foreign duties.
Director, Nicholas M. Thuroczy Tel: 202/388-7677

BARTER AND STOCKPILING International barter of agricultural commodities. Manager, Thomas R. Rawlings Tel: 202/388-6301

OCEAN TRANSPORTATION DIVISION Director, Joseph A. Ryan, Jr. Tel: 202/388-3664

AGRICULTURAL ATTACHE SERVICE

The agricultural attaches are the overseas "eyes and ears" of American agriculture, representing U.S. agricultural interests abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS commodity divisions.

Assistant Administrator, Horace J. Davis
Tel: 202/388-6138

Deputy Assistant Administrator (Acting)
Richard A. Smith Tel: 202/388-3253

Area Officers

Europe, T. O. Engebretson
Tel: 202/388-2144

Far East and South Asia, Paul F. Taggart
Tel: 202/388-2527

Western Hemisphere, Dale E. Farringer
Tel: 202/388-4145

Near East and Africa, A. I. Tannous
Tel: 202/388-4887

FOREIGN MARKET INFORMATION DIVISION Services inquiries of a general nature about USDA programs in the foreign agricultural field. Director, Kenneth W. Olson Tel: 202/388-3448

U. S. DEPARTMENT OF COMMERCE
Washington, D. C. 20230

Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, "America Weeks" and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

Paul E. Pauly, Director
Office of International Trade Promotion
Tel: 202/967-4231

Richard W. Paape, Chief
World Trade Directory Reports Section
Commercial Intelligence Division
Tel: 202/967-4203

James F. Lavery, Acting Director
Export Business Relations Division
Bureau of International Commerce
Tel: 202/967-2732

Roy F. Gootenberg, Director
Trade Missions Division
Tel: 202/967-4927

James D. Boney, Chief
Foreign Market Reports Service
Commercial Intelligence Division
Tel: 202/967-2996

W. Earl Wade, Director
Commercial Exhibits Division
Tel: 202/967-4381

William E. Cook, Chief
Trade Lists Section
Commercial Intelligence Division
Tel: 202/967-2988

Jan Verschuur, Director
Trade Conferences Division
Office of Field Services
Tel: 202/967-5415

REGIONAL EXPORT EXPANSION COUNCILS

Direct contact with businessmen experienced in all phases of the export trade is provided through the 42 Regional Export Expansion Councils of the Department of Commerce. Information on these and other export services can be obtained from the Department of Commerce field offices listed below.

FIELD OFFICES

Write to Field Office, U. S. Department of Commerce followed by the appropriate address below.

Albuquerque, New Mexico 87101
U. S. Courthouse
Tel: 505/247-0311

Birmingham, Alabama 35205
Suite 200-201
908 South 20th Street
Tel: 912/325-3327

Anchorage, Alaska 99501
306 Loussac-Sogn Building
Tel: 272-6331

Boston, Massachusetts 02203
Room 510
John F. Kennedy Federal Building
Tel: 617/223-2312

Atlanta, Georgia 30303
4th Floor, Home Savings Building
75 Forsyth Street, N. W.
Tel: 404/526-6000

Buffalo, New York 14203
504 Federal Building
117 Ellicott Street
Tel: 716/842-3208

Baltimore, Maryland 21202
305 U. S. Customhouse
Gay and Lombard Streets
Tel: 301/962-3560

Charleston, S. Carolina 29403
Federal Building, Suite 631
334 Meeting Street
Tel: 803/577-4171

FIELD OFFICES (continued)

Charleston, West Virginia 25301
3002 New Federal Office Building
500 Quarrier Street
Tel: 304/343-6196

Cheyenne, Wyoming 82001
6022 Federal Building
2120 Capitol Avenue
Tel: 307/634-5920

Chicago, Illinois 60604
1486 New Federal Building
219 South Dearborn Street
Tel: 312/353-4400

Cincinnati, Ohio 45202
8028 Federal Office Building
550 Main Street
Tel: 513/684-2944

Cleveland, Ohio 44101
4th Floor
Federal Reserve Bank Building
East 6th Street and Superior Avenue
Tel: 216/522-4750

Dallas, Texas 75202
Room 1200, 1114 Commerce Street
Tel: 214/749-3287

Denver, Colorado 80202
16419 Federal Building
20th and Stout Streets
Tel: 303/297-3246

Des Moines, Iowa 50309
609 Federal Building
210 Walnut Street
Tel: 515/284-4222

Detroit, Michigan 48226
445 Federal Building
Tel: 313/226-6088

Greensboro, North Carolina 27402
258 Federal Building
West Market Street, P.O. Box 1950
Tel: 919/275-9111

Hartford, Connecticut 06103
18 Asylum Street
Tel: 203/244-3430

Honolulu, Hawaii 96813
352 Alexander Young Building
1015 Bishop Street
Tel: 588-977

Houston, Texas 77002
5102 Federal Building
515 Rusk Avenue
Tel: 713/228-0611

Jacksonville, Florida 32202
Post Office Box 35087
400 West Bay Street
Tel: 904/791-2796

Kansas City, Missouri 64106
Room 2011, 911 Walnut Street
Tel: 816/374-3141

Los Angeles, California 90015
Room 450, Western Pacific Building
1031 South Broadway
Tel: 213/688-2833

Memphis, Tennessee 38103
700 Home Federal Building
147 Jefferson Avenue
Tel: 901/534-3214

Miami, Florida 33130
Room 821
City National Bank Building
25 West Flagler Street
Tel: 305/350-5267

Milwaukee, Wisconsin 53203
Straus Building
238 West Wisconsin Avenue
Tel: 414/272-8600

Minneapolis, Minnesota 55401
306 Federal Building
110 South Fourth Street
Tel: 612/334-2133

New Orleans, Louisiana 70130
909 Federal Office Building, South
610 South Street
Tel: 504/527-6546

New York, New York 10001
61st Floor Empire State Building
350 Fifth Avenue
Tel: 212/563-3377

FIELD OFFICES (continued)

Philadelphia, Pennsylvania 19107
Jefferson Building
1015 Chestnut Street
Tel: 215/597-2850

Phoenix, Arizona 85025
5413 New Federal Building
230 North First Avenue
Tel: 602/261-3285

Pittsburgh, Pennsylvania 15222
2201 Federal Building
1000 Liberty Avenue
Tel: 412/644-2850

Portland, Oregon 97204
217 Old U. S. Courthouse
520 S. W. Morrison Street
Tel: 503/226-3361

Reno, Nevada 89502
2028 Federal Building
300 Booth Street
Tel: 702/784-5203

Richmond, Virginia 23240
2105 Federal Building
400 North 8th Street
Tel: 703/649-3611

St. Louis, Missouri 63103
2511 Federal Building
1520 Market Street
Tel: 314/622-4243

Salt Lake City, Utah 84111
3235 Federal Building
125 South State Street
Tel: 801/524-5116

San Francisco, California 94102
Federal Building, Box 36013
450 Golden Gate Avenue
Tel: 707/556-5864

San Juan, Puerto Rico 00902
Room 100, Post Office Building
Tel: 723-4640

Savannah, Georgia 31402
235 U. S. Courthouse and
Post Office Building
125-29 Bull Street
Tel: 912/232-4321

Seattle, Washington 98104
809 Federal Office Building
909 First Avenue
Tel: 206/583-5615

SMALL BUSINESS ADMINISTRATION
Washington, D. C. 20417

A U.S. Government agency with export services to help small businessmen get in the export business and to share in the benefits of the export trade. Provides information and counseling services in cooperation with the Department of Commerce and loans to small business for export sales and promotion activities. The counseling services include the Service Corps of Retired Executives (SCORE), a service group of 3,100 experienced exporters who are ready to share their experience and know-how with any small businessman who needs help.

For information contact: Small Business Administration
Washington, D. C. 20417
Tel: 202/128-21891

REGIONAL OFFICES

Address Small Business Administration followed by address below.

Northeastern Area

Augusta, Maine 04330
Federal Building, U.S. Post Office
40 Western Avenue

Boston, Massachusetts 02203
John Fitzgerald Kennedy Federal Building
Government Center

Concord, New Hampshire 03301
55 Pleasant Street

Hartford, Connecticut 06103
Federal Office Building
450 Main Street

Montpelier, Vermont 05601
Federal Building, P.O. & Courthouse
2nd Floor, 87 State Street

Providence, Rhode Island 02903
702 Smith Building, 57 Eddy Street

New York Area

Newark, New Jersey 07102
970 Broad Street, Room 1636

New York, New York 10004
42 Broadway

Syracuse, New York 13202
Hunter Plaza
Fayette & Salina Streets

Middle Atlantic Area

Baltimore, Maryland 21201
1113 Federal Building
31 Hopkins Plaza

Clarksburg, West Virginia 26301
Lowndes Bank Building
119 N. 3rd Street

Cleveland, Ohio 44113
Standard Building
1370 Ontario Street

Columbus, Ohio 43215
Beacon Building
50 West Gay Street

Louisville, Kentucky 40202
1900 Commonwealth Building
Fourth and Broadway

Philadelphia, Pennsylvania 19107
1317 Filbert Street

Pittsburgh, Pennsylvania 15222
Federal Building
1000 Liberty Avenue

Richmond, Virginia 23226
P. O. Box 8565, 1904 Byrd Avenue

Washington, D. C. 20417
1321 H Street, N.W. (Mezzanine)

REGIONAL OFFICES (continued)

Southeastern Area

Atlanta, Georgia 30303
52 Fairlie Street, N. W.

Birmingham, Alabama 35205
S. 20th Building, 908 S. 20th Street

Charlotte, North Carolina 28202
American Building
201 S. Tryon Street

Columbia, South Carolina 29201
1801 Assembly Street

Jackson, Mississippi 39201
322 U.S. Post Office & Courthouse Bldg.
Capital & West Streets

Jacksonville, Florida 32202
Federal Office Building
400 W. Bay Street, P.O. Box 35067

Miami, Florida 33130
912 Federal Office Building
51 S. W. 1st Avenue

Nashville, Tennessee 37219
Security Federal Savings & Loan Bldg.
500 Union Street

Midwestern Area

Chicago, Illinois 60604
Federal Office Building, Room 437
219 South Dearborn Street

Des Moines, Iowa 50309
New Federal Building, Room 749
210 Walnut Street

Detroit, Michigan 48226
1200 Book Building
1249 Washington Boulevard

Indianapolis, Indiana 46204
Century Building
36 South Pennsylvania Street

Kansas City, Missouri 64106
911 Walnut Street

Madison, Wisconsin 53703
25 West Main

Minneapolis, Minnesota 55402
Reimann Building
816 2nd Avenue South

St. Louis, Missouri 63102
Federal Building
208 N. Broadway

Southwestern Area

Albuquerque, New Mexico 87101
Federal Building & U.S. Court House
Suite 3509
500 Gold Avenue, S. W.

Dallas, Texas 75201
Mayflower Building
411 N. Akard Street

Houston, Texas 77002
Niels Esperson Building
808 Travis Street

Little Rock, Arkansas 72201
377 Post Office & Court House Bldg.
600 W. Capitol Avenue

Lubbock, Texas 79401
204 Federal Office Building
1616 19th Street

Marshall, Texas 75670
201 Travis Terrace Bldg.
P. O. Box 1349
505 East Travis Street

New Orleans, Louisiana 70130
Gateway Building, 124 Camp Street

Oklahoma City, Oklahoma 73102
Room 511, Oklahoma Mortgage Building
324 North Robinson Street

San Antonio, Texas 78205
301 Broadway, 300 Manion Building

Rocky Mountain Area

Casper, Wyoming 82601
Western Building, 300 North Center Street

REGIONAL OFFICES (continued)

Rocky Mountain Area (continued)

Denver, Colorado 80202
Federal Office Building
1961 Stout Street

Fargo, North Dakota 58102
300 American Life Building
207 North Fifth Street

Helena, Montana 59601
P. O. Box 1690, 205 Power Block
Corner Main & 6th Avenue

Omaha, Nebraska 68102
7425 Federal Building
215 North 17th Street

Salt Lake City, Utah 84111
2237 Federal Building
125 State Street

Sioux Falls, South Dakota 57102
402 National Bank of South Dakota Bldg.
8th and Main Avenue

Wichita, Kansas 67202
302 - 120 Building
120 South Market Street

Pacific Coastal Area

Anchorage, Alaska 99501
632 Sixth Avenue, Suite 450

Boise, Idaho 83702
Room 408, Idaho Building
216 North 8th Street

Pacific Coastal Area (continued)

Honolulu, Hawaii 96813
1149 Bethel Street, Room 402

Los Angeles, California 90014
849 South Broadway

Phoenix, Arizona 85004
Central Towers Building
2727 North Central Avenue

Portland, Oregon 97205
700 Pittock Block
921 S. W. Washington Street

San Diego, California 92101
110 West C Street

Seattle, Washington 98104
1206 Smith Tower
506 Second Avenue

Spokane, Washington 99210
651 U.S. Court House
P. O. Box 2167

Puerto Rico

Hato Rey, Puerto Rico 00919
255 Ponce De Leon Avenue
P. O. Box 1915

STATE DEPARTMENTS OF AGRICULTURE

The following are key people in the State Departments of Agriculture for information and assistance on food and agricultural exports.

Alabama

Richard (Dick) Beard, Executive
Department of Agriculture and Industries
State Office Building
501 Dexter Avenue
Montgomery, Alabama 36104
Tel: 205/265-2341 Ext. 2141

Alaska

Roland Snodgrass, Director
Division of Agriculture
Box 800
Palmer, Alaska 99645
Tel: 745-3236

Arizona

Radius A. Hudson, Commission Chairman
Arizona Commission of Agriculture and
Horticulture
P. O. Box 6189
Phoenix, Arizona 85005
Tel: 602/271-4191

August Grunow, Manager
Grapefruit Administrative Committee
710 Central Towers Building
2727 N. Central Avenue
Phoenix, Arizona 85004
Tel: 602/265-2618

Arkansas

Truman Hill, Director
Division of Marketing
Arkansas State Plant Board
421-1/2 W. Capitol
Little Rock, Arkansas 72203
Tel: 501/374-2283

Dr. Wayne Babbitt, Executive Director
Livestock and Poultry Commission
P. O. Box 2821
Little Rock, Arkansas 72203
Tel: 501/664-3827

California

Richard E. Lyng, Director
Department of Agriculture
1220 N Street
Agriculture Building
Sacramento, California 95814
Tel: 916/445-9280

California (continued)

William J. Hunt, Jr., Head
Division of Marketing Services
1220 N Street
Agriculture Building
Sacramento, California 95814
Tel: 916/445-2491

Colorado

John P. Orcutt, Commissioner
Department of Agriculture
1525 Sherman Street
Denver, Colorado 80203
Tel: 303/892-3561

Erwyn E. Witte, Chief
Division of Markets
1525 Sherman Street
Denver, Colorado 80203
Tel: 303/892-3561 Ext. 2848

Connecticut

Joseph N. Gill, Commissioner
Department of Agriculture and Natural
Resources
State Office Building
Hartford, Connecticut 06115
Tel: 203/527-6341 Ext. 3433

Robert Goldman, Chief
Division of Markets
State Office Building
Hartford, Connecticut 06115
Tel: 203/244-2676

Delaware

M. Martin Isacacs, Secretary
State Board of Agriculture
Dover, Delaware 19901
Tel: 302/734-5711 Ext. 450

Florida

Doyle Conner, Commissioner
Department of Agriculture
Tallahassee, Florida 32304
Tel: 904/599-7345

John D. Stiles, Director
Marketing Division
Nathan Mayo Building
Tallahassee, Florida 32304
Tel: 904/599-7250

STATE DEPARTMENTS (continued)

Georgia

Phil Campbell, Commissioner
Department of Agriculture
Agriculture Building
Capitol Square
Atlanta, Georgia 30334
Tel: 404/524-3292

Emory L. Brinson, Director
Markets Division
Agriculture Building
Capitol Square
Atlanta, Georgia 30334
Tel: 404/524-3292

Hawaii

Dr. Kenneth K. Otagaki
Chairman of the Board of Agriculture
Department of Agriculture
P. O. Box 5425
Honolulu, Hawaii 96814
Tel: 92071

Idaho

Stanley I. Trenhaile, Commissioner
Department of Agriculture
301 Bank of Idaho Building
P. O. Box 790
Boise, Idaho 83701
Tel: 208/344-5811 Ext. 467

Illinois

Robert M. Schneider, Director
Department of Agriculture
State Fairground
Springfield, Illinois 62706
Tel: 217/525-2172

Robert B. Rogers, Superintendent
Division of Markets
State Fairground
Springfield, Illinois 62706
Tel: 217/525-6675

Indiana

R. B. Wilson
Market Service Director
Cooperative Extension Service
Purdue University Agricultural Experiment
Station and Cooperative Extension Service
Lafayette, Indiana 47907
Tel: 219/749-2413

Iowa

L. B. Liddy, Secretary
Department of Agriculture
State House
Des Moines, Iowa 50319
Tel: 515/281-5321

Kansas

Roy Freeland, Secretary
State Board of Agriculture
State Office Building
Topeka, Kansas 66612
Tel: 913/235-0011 Ext. 8021

W. J. Petr, Director
Marketing Division
State Office Building
Topeka, Kansas 66612
Tel: 913/235-0011 Ext. 416

Kentucky

Robert Miller, Commissioner
Department of Agriculture
Frankfort, Kentucky 40601
Tel: 502/564-4696

C. Harold Bray, Director
Division of Markets
Frankfort, Kentucky 40601
Tel: 502/564-4896

Louisiana

Dave L. Pearce, Commissioner
Department of Agriculture and Immigration
P.O. Box 44302
Capitol Station
Baton Rouge, Louisiana 70804
Tel: 504/389-7353

O. P. Beridon, Executive Secretary
Louisiana State Market Commission
Box 44184
Capitol Station
Baton Rouge, Louisiana 70804
Tel: 504/389-6293

Maine

Maynard C. Dolloff, Commissioner
Department of Agriculture
Augusta, Maine 04330
Tel: 207/623-4511 Exts. 741-742

STATE DEPARTMENTS (continued)

Maine (continued)

William P. Charron, Director
Agricultural Promotions Division
Division of Markets
Augusta, Maine 04330
Tel: 207/623-4511 Ext. 755

Maryland

Dr. Charles P. Ellington, Director
Service and Control Programs
State Board of Agriculture
University of Maryland
College Park, Maryland 20740
Tel: 301/454-3714

John E. Mahoney, Chief
Division of Agricultural Marketing Services
University of Maryland
College Park, Maryland 20740
Tel: 301/454-3554

Massachusetts

Charles H. McNamara, Commissioner
Department of Agriculture
100 Cambridge Street
Boston, Massachusetts 02202
Tel: 617/727-2121

John J. Fitzgerald, Assistant Director
Division of Markets
100 Cambridge Street
Boston, Massachusetts 02202
Tel: 617/727-3018

Michigan

B. Dale Ball, Director
Department of Agriculture
Lewis Cass Office Building
Lansing, Michigan 48913
Tel: 517/373-1050

Glenn Hawkins, Supervisor
Marketing Division
Hurd Building
100 W. Washtenaw
Lansing, Michigan 48913
Tel: 616/373-1054

Minnesota

Russel G. Schwandt, Commissioner
Department of Agriculture
530 State Office Building
St. Paul, Minnesota 55101
Tel: 612/221-2856

Minnesota (continued)

M. C. Combs, Director
Division of Marketing Services
530 State Office Building
St. Paul, Minnesota 55101
Tel: 612/221-2856

Mississippi

Jim Buck Ross, Commissioner
Department of Agriculture and Commerce
Jackson, Mississippi 39205
Tel: 601/355-9361 Ext. 771

Missouri

Dexter D. Davis, Commissioner
Department of Agriculture
Jefferson City, Missouri 65101
Tel: 314/636-7166

Lowell Mohler
Marketing Division
Department of Agriculture
Jefferson City, Missouri 65102
Tel: 314/636-7166 Ext. 22

Montana

C. Lowell Purdy, Commissioner
Department of Agriculture
State Capitol
Helena, Montana 59601
Tel: 406/442-2011 Ext. 391

Nebraska

Elmer Schlaphoff, Director
Department of Agriculture and Economic
Development
State Capitol
Lincoln, Nebraska 68509
Tel: 402/477-5211 Ext. 341

Nevada

Lee M. Burge, Executive Director
Department of Agriculture
350 Capitol Hill Avenue
P. O. Box 1209
Reno, Nevada 89504
Tel: 702/784-6401

New Hampshire

Frank T. Buckley, Commissioner
Department of Agriculture
Concord, New Hampshire 03301
Tel: 603/225-6611 Ext. 443

STATE DEPARTMENTS (continued)

New Hampshire

George H. Laramie, Director
Division of Markets and Standards
Concord, New Hampshire 03301
Tel: 603/225-6611

New Jersey

Phillip Alampi, Secretary
Department of Agriculture
John Fitch Plaza
P. O. Box 1888
Trenton, New Jersey 08625
Tel: 609/292-3976

John J. Repko, Director
Division of Markets
John Fitch Plaza
P. O. Box 1888
Trenton, New Jersey 08625
Tel: 609/292-5536

New Mexico

Dallas Rierson, Director
Department of Agriculture
P. O. Box 3189 NMSU
Las Cruces, New Mexico 88001
Tel: 505/646-3007

Charlie B. Whigham, Chief
Division of Markets, Weights and Measures
P. O. Box 457 NMSU
University Park, New Mexico 88070
Tel: 505/646-1616

New York

Don J. Wickham, Commissioner
Department of Agriculture and Markets
State Campus
Albany, New York 12226
Tel: 518/457-3980

Spencer G. Duncan, Director
Division of Marketing
State Campus
Albany, New York 12226
Tel: 518/457-3962

North Carolina

James A. Graham, Commissioner
Department of Agriculture
Raleigh, North Carolina 27602
Tel: 919/829-7125

Curtis F. Tarleton, Director
Division of Markets
Raleigh, North Carolina 27602
Tel: 919/829-7887

North Dakota

Arne Dahl, Commissioner
Division of Administration
Department of Agriculture
State Capitol
Bismarck, North Dakota 58501
Tel: 701/224-2231

Ohio

John M. Stackhouse, Director of Agriculture
Department of Agriculture
State Office Building
Columbus, Ohio 43215
Tel: 614/469-2732

Lawrence K. Bear, Chief
Division of Markets
State Office Building
Columbus, Ohio 43215
Tel: 614/469-4104

Oklahoma

James N. Ballinger, President
Department of Agriculture
122 State Capitol
Oklahoma City, Oklahoma 73105
Tel: 405/521-3866

R. W. Powell, Director
Market Division
122 State Capitol
Oklahoma City, Oklahoma 73105
Tel: 405/521-3861

Oregon

Walter Leth, Director
Department of Agriculture
Salem, Oregon 97310
Tel: 503/364-2171 Ext. 288

John F. (Jay) Glatt, Chief
Agricultural Development Division
Salem, Oregon 97310
Tel: 503/546-6652

Pennsylvania

Leland H. Bull, Secretary
Department of Agriculture
Agriculture Building
2301 N. Cameron Street
Harrisburg, Pennsylvania 17120
Tel: 717/787-5085

Will Ketner, Director
Bureau of Markets, Agriculture Building
2301 N. Cameron Street
Harrisburg, Pennsylvania 17120
Tel: 717/787-4210

STATE DEPARTMENTS (continued)

Rhode Island

Charles E. Boyd, Director
Department of Natural Resources
Veterans Memorial Building
83 Park Street
Providence, Rhode Island 02903
Tel: 401/521-7100

South Carolina

William L. Harrelson, Commissioner
Department of Agriculture
Wade Hampton Office Building
P. O. Box 12080
Columbia, South Carolina 29211
Tel: 803/758-2426

Spencer B. Walker, Director
South Carolina State Agricultural
Marketing Commission
P. O. Box 9504
Columbia, South Carolina 29211
Tel: 803/758-3435

South Dakota

Ernest L. Johnson, Secretary
Department of Agriculture
Pierre, South Dakota 57501
Tel: 605/224-5911 Ext. 375

Ted A. Holtgrewe, Director
Division of Markets
Pierre, South Dakota 57501
Tel: 605/224-5911

Tennessee

W. F. Moss, Commissioner
Department of Agriculture
P. O. Box 9039
Melrose Station
Nashville, Tennessee 37204
Tel: 615/256-0557

Matt Jennings, Director
Division of Markets
Box 9039
Melrose Station
Nashville, Tennessee 37204
Tel: 615/741-4838

Texas

John C. White, Commissioner
Department of Agriculture
Drawer BB, Capitol Station
Austin, Texas 78711
Tel: 512/475-4664

Texas (continued)

Ben Baisdon, Chief
Marketing Division
Drawer BB, Capitol Station
Austin, Texas 78711
Tel: 512/475-2868

Utah

Joseph H. Francis, Chairman
Department of Agriculture
412 State Capitol Building
Salt Lake City, Utah 84114
Tel: 801/328-5421

George Q. Spencer, Commissioner of
Marketing
Department of Agriculture
412 State Capitol
Salt Lake City, Utah 84114
Tel: 801/328-5421

Vermont

Robert J. Branon, Commissioner
Department of Agriculture
Montpelier, Vermont 05602
Tel: 802/223-2311

Horace V. Shute, Director
Division of Markets
Montpelier, Vermont 05602
Tel: 802/223-2311

Virginia

Maurice B. Rowe, Commissioner
Department of Agriculture and Commerce
P. O. Box 1163
Richmond, Virginia 23209
Tel: 703/770-0000 Ext. 2091

C. T. Barns, Export Director
Virginia Department of Agriculture
203 North Governor Street
Richmond, Virginia 23219
Tel: 703/770-3953

Washington

Donald W. Moos, Director
Department of Agriculture
General Administration Building
P. O. Box 128
Olympia, Washington 98501
Tel: 206/753-5050

STATE DEPARTMENTS (continued)

Washington (continued)

R. Vernon Divers, Supervisor
Agriculture Development Division
General Administration Building
P. O. Box 128
Olympia, Washington 98501
Tel: 206/753-5046

West Virginia

Gus Douglass, Commissioner
Department of Agriculture
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/348-2201

Bob Harris, Director
Agriculture Services Division
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/345-2210

Wisconsin

Donald N. McDowell, Secretary
Department of Agriculture
Hill Farms State Office Building
Madison, Wisconsin 53702
Tel: 608/266-1721

Wisconsin (continued)

Robert F. Thayer, Administrator
Marketing Division
Hill Farms State Office Building
Madison, Wisconsin 53702
Tel: 608/266-1531

Wyoming

Glenn J. Hertzler, Jr., Commissioner
Department of Agriculture
313 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

William W. Hovey, Director
Division of Markets and Industry
313 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

Refer to page 19 for overseas offices of State Departments of Agriculture.

PORT AUTHORITIES

A partial list of the leading port authorities for food and agricultural products. For a complete listing of the 70 U.S. port authorities contact the American Association of Port Authorities, 601 Southern Building, Washington, D. C. 20005.

The port authorities provide information on all aspects of land and water transportation serving the port and related services such as export packaging, inspection and testing services, and warehousing and storage facilities.

California

Ben E. Nutter
Executive Director and Chief Engineer
Port of Oakland
66 Jack London Square
Oakland, California 94607
Tel: 415/444-3188

G. T. Hench, Director
Port of Stockton
P. O. Box 2089
Stockton, California 95201
Tel: 209/466-6011

Don L. Nay, Port Director
San Diego Unified Port District
3165 Pacific Highway
San Diego, California 92101
Tel: 714/291-3900

Rae F. Watts, Port Director
San Francisco Port Authority
Ferry Building
San Francisco, California 94106
Tel: 415/557-0349

B. J. Caughlin, General Manager
Board of Harbor Commissioners
P. O. Box 151
San Pedro, California 90733
Tel: 213/775-3231

Melvin Shore, Port Director and Chief Engineer
Port of Sacramento
P. O. Box 815
West Sacramento, California 95691
Tel: 916/371-8000

Hawaii

Fujio Matsuda, Director of Transportation
Department of Transportation
869 Punchbowl Street
Honolulu, Hawaii 96813
Tel: 50511 Ext. 335

Illinois

Maxim M. Cohen, General Manager
Chicago Regional Port District
Lake Calumet Harbor
Chicago, Illinois 60633
Tel: 312/616-4400

Captain John J. Manley, Port Director
Department of the Port of Chicago
Navy Pier
Chicago, Illinois 60611
Tel: 312/744-4202

Louisiana

W. J. Amoss, Director of the Port
Board of Commissioners of Port of
New Orleans
P. O. Box 60046
New Orleans, Louisiana 70160
Tel: 504/522-2551

Maine

Edward Langlois, General Manager
Maine Port Authority
Maine State Pier
Portland, Maine 04111
Tel: 207/773-5608

Maryland

Joseph L. Stanton, Executive Director
Maryland Port Authority
Pier 2, Pratt Street
Baltimore, Maryland 21202
Tel: 301/752-2110

New York

Herbert B. Halberg, Commissioner
N. Y. City Department of Marine and Aviation
Battery Maritime Building
New York, New York 10004
Tel: 212/566-6644

PORT AUTHORITIES (continued)

New York (continued)

Austin J. Tobin, Executive Director
The Port of New York Authority
111 Eighth Avenue
New York, New York 10011
Tel: 212/620-7000

North Carolina

James W. Davis, Executive Director
North Carolina State Ports Authority
Executive Offices
State Port Terminal
Wilmington, North Carolina 28401
Tel: 919/763-1621

Oregon

Thomas P. Guerin
General Manager and Secretary
The Commission of Public Docks
3070 N. W. Front Avenue
Portland, Oregon 97210
Tel: 503/228-8231

Pennsylvania

Allen F. Clark, Jr., Executive Vice President
Philadelphia Port Corporation
Room 1105 Mall Building
4th and Chestnut Streets
Philadelphia, Pennsylvania 19106
Tel: 215/925-9301

Puerto Rico

Rafael Durand
Economic Development Administrator
Puerto Rico Ports Authority
P. O. Box 3508
San Juan, Puerto Rico 00904
Tel: 174/723-2260

Texas

John H. Groh
Port Director and Secy-Treas.
Port of Beaumont
P. O. Drawer 3626
Beaumont, Texas 77704
Tel: 717/835-5367

Texas (continued)

Byrd Harris, Port Director
Port of Corpus Christi
Nueces County Naval District
P. O. Box 1541
Corpus Christi, Texas 78403
Tel: 512/882-5633

J. P. Turner, Executive Director
Port of Houston
P. O. Box 2562
Houston, Texas 77001
Tel: 713/225-0671

Virginia

James N. Crumbley, General Manager
Norfolk Port and Industrial Authority
1500 Maritime Tower
Norfolk, Virginia 23510
Tel: 703/625-8291

Cecil H. Fuller, Executive Director
Virginia State Ports Authority
1600 Maritime Tower
Norfolk, Virginia 23510
Tel: 307/622-1671

Washington

J. Eldon Opheim, General Manager
Port of Seattle
P. O. Box 1209
Seattle, Washington 98111
Tel: 206/622-8124

E. L. Perry, General Manager
Port of Tacoma
P. O. Box 1612
Tacoma, Washington 98401
Tel: 206/627-6111

OVERSEAS REPRESENTATIVES OF STATE DEPARTMENTS
OF AGRICULTURE AND PORT AUTHORITIES

BELGIUM

Arthur A. Compton
Richard J. Conviser
State of Illinois
5 Place du Champ de Mars
Brussels 5, Belgium
Tel: 12-01-05

Coenraad H. C. Everhard, Director
Massachusetts Port Authority
20 Passage, International Center Rogier
Brussels, Belgium
Tel: 18-04-51

Conrad Lutz
Director of International Trade
Virginia Dept. Agriculture & Commerce
3 Rue Joseph II
Brussels 4, Belgium

George C. McKinney, Director
European Office
Virginia State Port Authority
3 Rue Joseph II
Brussels 4, Belgium

Arthur J. Roy-Stella
European Representative
Ohio Department of Agriculture
Ohio Bruxelles Office
Place du Champ de Mars
Tour de Namur (20th Floor)
Bruxelles 5, Belgium

D. K. Tosic
Manager - Brussels Office
Maryland Port Authority
60 rue Ravenstein
Brussels 1, Belgium

J. A. Verheggen, Managing Director
Robert E. Davis, Director
Rolf D. Ludmann, Port Representative
Delaware River Port Authority
Centre International
Room 516 Place Rogier
Brussels 1, Belgium
Tel: 18-57-74

ITALY

Paul L. Vogel
Port of New Orleans
Piazza Velasca 5
Milan, Italy
Tel: 807-202

JAPAN

Charles H. Dickey, Managing Director
Delaware River Port Authority
708 Yurakucho Bldg., 5, 1-Chome
Yrakucho, Chiyoda-Ku, Tokyo
Tokyo, Japan
Tel: 212-3471-72

Ernest F. Easterbrook
Far East Trade Director
State of California
TBR Building, No. 10-2, 2-chome
Nagata-cho, Chiyoda-ku
Tokyo, Japan

William Gibson, Manager
The Port of New York Authority
Kokusai Bldg., 12, 3-Chome
Marunouchi, Chiyoda-ku
Tokyo, Japan
Tel: 213-2856

Allen V. Junkin
Port of New Orleans
Apartment 562
Hotel New Japan
13-8, Nagata-cho
2-chome, Chiyoda-ku
Tokyo, Japan
Tel: 581-7006

Warren F. McClelland
Director - Far East
Maryland Port Authority
Yurakucho Bldg., 322
5, Yuraku-Cho 1-Chome
Chiyoda-ku
Tokyo, Japan

Yasunori H. Matsui, Manager
Massachusetts Port Authority
Edobashi Bldg.
1, Nihonbashi-Honcho, Chuoku
Tokyo, Japan
Tel: 241/2411-2412

T. Mizoguchi
Far East Representative-Japan
Port of San Francisco
Iino Building, Room 628
Uchisaiwai-cho, Chiyoda-ku
Tokyo, Japan
Tel: 501-6624

OVERSEAS REPRESENTATIVES (continued)

JAPAN (continued)

William J. Young, Director
Japan Office
Virginia State Port Authority
Hotel New Japan
Tokyo, Japan

PUERTO RICO

Hendryk Weeks, Manager
The Port of New York Authority
Suite 401
312 De Diego Avenue
San Juan, Puerto Rico 00909
Tel: 722-2635

SWITZERLAND

Henry Klingman, Manager
Louis Zwartverwer, Asst. Manager
John Cannizzo, Foreign Commerce Rep.
The Port of New York Authority
Talstrasse 66, 8001
Zurich, Switzerland
Tel: 27-06-15

UNITED KINGDOM

Alan Bralower, Manager
Samuel Notkin, Asst. Manager
The Port of New York Authority
130 Fenchurch Street
London E. C. 3, England
Tel: Mincing Lane 9131-2

UNITED KINGDOM (continued)

Niels R. Krag, Managing Director
John G. Wakelin, Port Representative
Delaware River Port Authority
Berkeley Square House
Berkeley Square
London, W. 1, England
Tel: 499-5853/4

Austin G. Tofield
Manager-London Office
Maryland Port Authority
Moor House, 119 London Wall
London E. C. 2, England

VENEZUELA

James A. Verreos, Director
State of Ohio Latin American Office
Development Department
Apartado 17.408
Los Ruices
Caracas, Venezuela

WEST GERMANY

Robert B. Parks
European Trade Director
State of California
Taunusanlage 21
6 Frankfurt AM Main 1, Germany

STATE EXTENSION SERVICES

The following are key contacts in the Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market.

Alabama

Ray Cavender
Auburn University
Auburn, Alabama 37830

Alaska

James W. Matthews
University of Alaska
College, Alaska 99701

Arizona

C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
Tel: 602/884-1005

Arkansas

A. W. Woodard
P. O. Box 391
Little Rock, Arkansas 72203
Tel: 501/376-6301

California

G. Alvin Carpenter
2200 University Avenue
Berkeley, California 94720
Tel: 415/845-6000 Ext. 2877

Colorado

Carl W. Herzman
Colorado State University
Fort Collins, Colorado 80521

Connecticut

Don G. Stitts
University of Connecticut
Storrs, Connecticut 06268

Delaware

W. T. McAllister
University of Delaware
Newark, Delaware 19711
Tel: 302/738-2514

Florida

Kenneth M. Gilbraith
University of Florida
Gainesville, Florida 32603
Tel: 904/376-3261 Ext. 2842

Georgia

Thomas Aaron
University of Georgia
Athens, Georgia 30601
Tel: 404/548-5641

Hawaii

Jack Ishida
University of Hawaii
Honolulu, Hawaii 96814

Idaho

Quentin Banks
University of Idaho
317-1/2 North Eighth Street
Boise, Idaho 83701
Tel: 208/394-5811 Ext. 412

Illinois

M. Brice Kirtley
University of Illinois
Urbana, Illinois 61803
Tel: 815/333-6582

Indiana

W. S. Farris
Purdue University
Lafayette, Indiana 47907
Tel: 219/923-2150

Iowa

Lee R. Kolmer
Iowa State University
Ames, Iowa 50010
Tel: 515/294-4144

Kansas

Norman V. Whitehair
Kansas State University
Manhattan, Kansas 66504
Tel: 913/532-6911

Kentucky

Robert Rudd
University of Kentucky
Lexington, Kentucky 40506
Tel: 606/258-9000

STATE EXTENSION SERVICES (continued)

Louisiana

Reid M. Grigsby
Louisiana State University
Baton Rouge, Louisiana 70803
Tel: 504/388-4141

Maine

Frank D. Reed
University of Maine
Orono, Maine 94473
Tel: 207/866-4762

Maryland

John M. Curtis
University of Maryland
Department of Agricultural Economics
College Park, Maryland 20742
Tel: 301/454-3801

Massachusetts

T. W. Leed
University of Massachusetts
Amherst, Massachusetts 01003
Tel: 617/545-2494

Michigan

George Stachwick
Michigan State University
East Lansing, Michigan 48823
Tel: 517/355-2318

Minnesota

Harold C. Pederson
University of Minnesota
St. Paul, Minnesota 55101
Tel: 612/674-3907

Mississippi

Chester H. Manasco
University of Mississippi
P. O. Box 9714
Jackson, Mississippi 39206
Tel: 601/353-4144

Missouri

Clarence E. Klinger
University of Missouri
Columbia, Missouri 65202

Montana

Charles H. Rust
Montana State University
Bozeman, Montana 59715
Tel: 406/587-3121 Ext. 251

Nebraska

Arlen Lutz
University of Nebraska
Lincoln, Nebraska 68503
Tel: 402/477-8711

Nevada

Edmond Barmettler
University of Nevada
Reno, Nevada 89507

New Hampshire

Nicholas Engalihev
University of New Hampshire
Durham, New Hampshire 03824

New Jersey

Frederick A. Perkins
Rutgers - The State University
New Brunswick, New Jersey 08903
Tel: 201/247-1766

New Mexico

James E. Kirby
New Mexico State University
University Park, New Mexico 88070
Tel: 505/646-0111

New York

Ben Dominick
Cornell University
Ithaca, New York 14850

North Carolina

George L. Capel
North Carolina State University
Raleigh, North Carolina 27607
Tel: 919/755-2602

North Dakota

Frederick D. Sobering
North Dakota State University
Fargo, North Dakota 58103
Tel: 701/237-7393

Ohio

Austin Ezzell
Ohio State University
2120 Fyffe Road
Columbus, Ohio 43210
Tel: 614/293-6391

STATE EXTENSION SERVICES (continued)

Oklahoma

Richard W. Schermerhorn
Oklahoma State University
Stillwater, Oklahoma 74075
Tel: 405/372-6211 Ext. 7515

Oregon

Leon Garoian
Oregon State University
Corvallis, Oregon 97331
Tel: 503/754-1821

Pennsylvania

R. B. Donaldson
Pennsylvania State University
University Park, Pennsylvania 16802
Tel: 717/865-2561

Rhode Island

William H. Wallace
University of Rhode Island
Kingston, Rhode Island 02881
Tel: 401/792-2471

South Carolina

Jerold F. Pittman
Clemson University
Clemson, South Carolina 29631

South Dakota

Leonard Benning
South Dakota State University
Brookings, South Dakota 57007
Tel: 605/692-6111 Ext. 235

Tennessee

M. Lloyd Downen
University of Tennessee
P. O. Box 1071
Knoxville, Tennessee 37901
Tel: 615/524-3981 Ext. 608

Texas

William E. Black
Texas A & M University
College Station, Texas 77841
Tel: 713/846-5701

Utah

Morris H. Taylor
Utah State University
Logan, Utah 84321
Tel: 801/753-7299

Vermont

Fred Webster
University of Vermont
Burlington, Vermont 05401
Tel: 802/864-4511 Ext. 373

Virginia

D. Upton Livermore
Virginia Polytechnic Institute
Blacksburg, Virginia 24061
Tel: 703/552-6848

Washington

A. H. Harrington
Washington State University
Pullman, Washington 99163
Tel: 509/335-4216

West Virginia

Wm. E. Kidd, Jr.
West Virginia University
Morgantown, West Virginia 26506

Wisconsin

Richard H. Vilstrup
University of Wisconsin
Madison, Wisconsin 53706
Tel: 608/262-2713

Wyoming

William Scarborough
University of Wyoming
Box 3354, University Station
Laramie, Wyoming 82071
Tel: 307/372-6211 Ext. 7515

Puerto Rico

Roberto Lefebvre Munoz
University of Puerto Rico
Rio Piedras, Puerto Rico 00927

Virgin Islands

Harold Clum
Virgin Islands Extension Service
Kingshill
P. O. Box 167
St. Croix, Virgin Islands 00850

TRADE ASSOCIATIONS

U.S. OFFICES

Associations and trade groups with continuing agreements with the Foreign Agricultural Service for overseas market development projects.

Cotton

Cotton Council International
P.O. Box 12443
Memphis, Tennessee 38112
William Rhea Blake
Executive Vice President and Secretary
Tel: 901/276-2783

Room 610 Ring Building
1200 18th Street, N.W.
Washington, D. C. 20036
Carl C. Campbell, Executive Director
Tel: 202/338-1300

7600 Empire State Building
350 5th Avenue
New York, New York 10001
Ernest B. Stewart, Consultant on Public
Relations and Sales Promotion
Tel: 212/736-9221

International Institute for Cotton (A world
organization for cotton research and promotion
of which the United States is a member.)
Solar Building, 1000 16th Street, N.W.
Washington, D. C. 20036
Read P. Dunn, Executive Director
Tel: 202/223-5876

Dairy and Poultry

Dairy Society International
1145 19th Street, N.W.
Washington, D. C. 20006
George W. Weigold, Managing Director
Tel: 202/338-6464

Institute of American Poultry Industries
67 East Madison Street
Chicago, Illinois 60603
Harold M. Williams, President
Tel: 312/263-0785

15th Street & New York Avenue, N.W.
Washington, D. C. 20005
Joseph O. Parker, Chairman
International Trade Development Board
Room 531, Washington Building
Tel: 202/737-0727

Dairy and Poultry (continued)

Institute of American Poultry Industries
Room 1020 Pennsylvania Building
425 13th Street, N.W.
Washington, D. C. 20004
Lee Campbell, Washington Representative
Tel: 202/347-3991

Fats and Oils

American Soybean Association
Hudson, Iowa 50643
Chester Randolph, Acting Executive
Secretary-Treasurer
Howard Grow, Administrative Assistant
Tel: 319/825-3296

National Peanut Council
400 Bender Building
1120 Connecticut Avenue, N.W.
Washington, D. C. 20036
DeVoe Willard, President
Tel: 202/338-8787

Soybean Council of America, Inc.
1501 Wilson Boulevard
Arlington, Virginia 22209
(Mailing Address - P.O. Box 9153)
Glenn H. Pogeler, President
Ferenc Molnar, Executive Vice President
Tel: 703/525-6466

Forest Products

American Plywood Association
1119 "A" Street
Tacoma, Washington 98401
Harold O. Schadt, Manager, Export
Department
Tel: 206/272-2283

1625 "I" Street, N.W.
Washington, D. C. 20006
John D. Ritchie, Regional Vice President
Tel: 202/223-2106

TRADE ASSOCIATIONS (continued)

Fruit and Vegetable

California-Arizona Citrus League
P.O. Box 2706, Terminal Annex
Los Angeles, California 90054
Robert B. Clark, Project Coordinator
Tel: 213/628-7211

California Cling Peach Advisory Board
153 Market Street
San Francisco, California 94105
Bill Hoard, Manager, Advertising and
Promotion
Tel: 415/982-0970

California Prune Advisory Board
Room 110 World Trade Center - Ferry Building
San Francisco, California 94111
Ray W. Jewell, Manager
Tel: 415/982-5190

California Raisin Advisory Board
2240 N. Angus
Fresno, California 93703
Henry J. Andreas, Manager
Tel: 209/264-2851

Concord Grape Council, Inc.
Triple M Farms
Forestville, New York 14062
James M. Merritt, President

The Cranberry Institute
South Duxbury, Massachusetts 02374
Orrin G. Colley, President
Tel: 617/934-5666

Dried Fruit Association of California
303 Brokaw Road
P.O. Box 270-A
Santa Clara, California 95050
Al E. Thorpe, Executive Vice President
Tel: 408/241-9302

Florida Citrus Commission
State of Florida
P.O. Box 148
Lakeland, Florida 33802
Edward A. Taylor, General Manager
Walter C. Loesche, Foreign Marketing
Manager
Tel: 813/682-0171

Fruit and Vegetable (continued)

Florida Fresh Produce Exchange
4401 East Colonial Drive
P.O. Box 20067
Orlando, Florida 32814
George M. Talbott, General Manager
Tel: 305/841-1199

National Canners' Association
1133 20th Street, N.W.
Washington, D. C. 20036
Milan Smith, Executive Vice President
Leonard Lobred, Director
Tel: 202/338-2030

Northwest Horticultural Council (representing
the Pacific Coast fresh deciduous fruit
industry)
1002 Larson Building
Yakima, Washington 98901
Ernest Falk, Manager
Tel: 509/453-3193

Grain and Feed

American Seed Trade Association
1030 15th Street, N.W., Suite 964
Washington, D. C. 20005
John I. Sutherland, Executive Vice President
Tel: 202/223-4080

Great Plains Wheat, Inc.
The New Brotherhood Building, Suite 292
Kansas City, Kansas 66100
Charles W. Pence, Executive Vice President
Tel: 913/621-3121

1030 15th Street, N.W., Suite 1008
Washington, D. C. 20005
Joseph Halow, Director of Foreign Operations
Tel: 202/659-1240

Millers' National Federation
Room 752 National Press Building
Washington, D. C. 20004
Gordon P. Boals, Director, Export Programs
Sarah Wittenburg, Assistant
Tel: 202/659-1640

National Dry Bean Council
820 Cooper Building
Denver, Colorado 80202
Robert Dodge, President
Tel: 303/534-6631

TRADE ASSOCIATIONS (continued)

Grain and Feed (continued)

National Dry Bean Council
Room 226
815 17th Street, N.W.
Washington, D. C. 20006
A. E. Mercker, Washington Representative
Tel: 202/638-0656

Pacific Northwest Pea Growers and Dealers
Association, Inc.
302 Peyton Building
Spokane, Washington 99201
Joseph J. Spiruta, Marketing Director
Tel: 509/838-4341

Rice Council for Market Development
425 13th Street, N.W., Room 310
Washington, D. C. 20004
Russell J. Hudson, Director, Foreign
Market Development
Tel: 202/638-3839

U. S. Feed Grains Council
1030 15th Street, N.W., Suite 540
Washington, D. C. 20005
Clarence D. Palmby, Executive Vice
President
Hubert E. Dyke, Administrator for
Market Development
Robert Fondahn, Director of Public Relations
Tel: 202/659-1640

Western Wheat Associates, U.S.A., Inc.
804 American Bank Building
Portland, Oregon 97205
Richard K. Baum, Executive Vice President
Tel: 503/223-8123

1030 15th Street, N.W., Suite 1008
Washington, D. C. 20005
Eugene B. Vickers, Director,
Washington Office
Tel: 202/659-1737

Livestock and Meat

American Angus Association
3201 Frederick Boulevard
St. Joseph, Missouri 64506
Glen S. Bratcher, Secretary
Tel: 816/233-3101

American Brahman Breeders' Association
4815 Gulf Freeway
Houston, Texas 77023
Harry P. Gayden, Executive Secretary
Tel: 713/923-2621

Livestock and Meat (continued)

American Hereford Association
715 Hereford Drive
Kansas City, Missouri 64105
W. T. Berry, Jr., Secretary
Tel: 816/842-3757

American International Charolais
Association
923 Lincoln Liberty Life Building
Houston, Texas 77002
Scott Henderson, Executive Secretary
Tel: 713/225-1091

Holstein-Friesian Association of America
P. O. Box 808
Brattleboro, Vermont 95302
Robert H. Rumler, Executive Secretary
Tel: 802/254-4551

National Renderers Association
3150 Des Plaines Avenue
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Tel: 312/827-8151

Santa Gertrudis Breeders International
P.O. Box 1340
Kingsville, Texas 78363
R. P. Marshall, Executive Secretary
Tel: 512/592-4862

Tanners' Council of America, Inc.
411 5th Avenue
New York, New York 10016
Irving R. Glass, Executive Vice President
Tel: 212/686-7950

Tobacco

Burley and Dark Leaf Tobacco Export
Association, Inc.
1726 M. Street, N.W., Suite 204
Washington, D. C. 20036
Frank B. Snodgrass, Vice President
and Managing Director
Tel: 202/296-6862

Leaf Tobacco Exporters Association, Inc.
P.O. Box 1288
Raleigh, North Carolina 27601
Malcolm B. Seawell, Executive Secretary
Tel: 919/833-1064

TRADE ASSOCIATIONS (continued)

Tobacco (continued)

Tobacco Associates, Inc.
1101 17th Street, N.W.
Washington, D. C. 20036
John D. Palmer, President
Robert L. Minor, Assistant to President
Tel: 202/659-1160

Tobacco (continued)

Virginia Dark-Fired and Sun Cured Tobacco
Export Association, Inc.
P.O. Box 301
Farmville, Virginia 23901
E. P. Lancaster, Executive Vice
President and General Manager
Tel: 703/392-4815

OTHER ASSOCIATIONS AND TRADE GROUPS which frequently participate in overseas market development under Foreign Agricultural Service projects or short-term contracts.

American Berkshire Association
601 West Monroe Street
Springfield, Illinois 62704
Gene Mason, Secretary

American Corriedale Assn., Inc.
P.O. Box 358
Columbia, Missouri 65201
Rollo E. Singleton, Secretary
Tel: 314/443-7845

American Dairy Goat Association
P.O. Box 186
Spindale, North Carolina 28160
(Mrs.) Robert W. Soens, Secretary

The American Guernsey Cattle Club
Peterborough, New Hampshire 03458
Francis X. Chapman, Exec. Secretary
Tel: 603/924-3344

The American Jersey Cattle Club
1521 East Broad Street
Columbus, Ohio 43205
James F. Cavanaugh, Exec. Secretary
Tel: 614/252-3128

American Landrace Association
313 South Glenstone Avenue
Springfield, Missouri 65802
Ray Delaney, Secretary

American Meat Institute
59 E. Van Buren Street
Chicago, Illinois 60605
Harrell DeGraff, President
Aled P. Davies, Vice President
Tel: 312/922-4690

Room 727 National Press Building
Washington, D. C. 20250
Dewey Bond, Washington Director
Tel: 202/628-3603

American National Cattlemen's Association
801 E. 17th Avenue
Denver, Colorado 80218
C. W. McMillan, Exec. Vice President

American Polled Hereford Association
4700 East 63rd Street
Kansas City, Missouri 64130
Orville K. Sweet, Executive Secretary
Tel: 816/333-7731

American Rabbit Breeders Association
4323 Murray Avenue
Pittsburgh, Pennsylvania 15217
James Blyth, Secretary

American Shorthorn Association
8288 Hascall Street
Omaha, Nebraska 68124
C. D. Swaffar, Secretary
Tel: 402/393-7200

American Yorkshire Club
1001 South Street
Lafayette, Indiana 47901
Wilbur L. Plager

Ayrshire Cattle Breeders' Association
Brandon, Vermont 05733
David Gibson, Jr., Executive Secretary
Tel: 802/247-5774

Brown Swiss Cattle Breeders' Association
Beloit, Wisconsin 53512
Marvin L. Kruse, Secretary
Tel: 608/362-4527

Grocery Manufacturers of America, Inc.
205 E. 42nd Street
New York, New York 10017
Edward P. Cunningham, Secretary

TRADE ASSOCIATIONS (continued)

Other Associations and Trade Groups (continued)

Hampshire Swine Registry
1111 Main Street
Peoria, Illinois 61606
Harold Boucher, Secretary

International Brangus Breeders'
Association Inc.
908 Livestock Exchange Building
Kansas City, Missouri 64102
Ray W. Lilley, Secretary
Tel: 816/842-7687

National Hide Association
130 N. Wells Street
Chicago, Illinois 60606
John K. Minnoch, President

National Association of Hotel and Restaurant
Meat Purveyors
100 W. Monroe Street
Chicago, Illinois 60603
Ray Thill, Secretary

National Independent Meat Packers Assn.
1820 Massachusetts Avenue, N.W.
Washington, D. C. 20036
John Killick, Executive Secretary

National Livestock and Meat Board
36 So. Wabash Avenue
Chicago, Illinois 60603
Carl F. Neumann
Secretary-General Manager

National Association for the Specialty
Food Trade
11 West 42nd Street
New York, New York 10036
Edward T. Sajous, Executive Secretary

Poland China Record Association
501 E. Losey Street
Galesburg, Illinois 61401
Claude W. Mitchell, Secretary

Red Angus Association of America
P.O. Box 391
Ballinger, Texas 76821
(Mrs.) Sybil Parker, Exec. Secretary

Supermarket Institute
200 East Ontario Street
Chicago, Illinois 60611
Michael J. O'Connor

United Duroc Swine Registry
237-239 N. Monroe Street
Peoria, Illinois 61602
Bruce Henderson, Secretary
Tel: 309/673-3845

GENERAL

U.S. Chamber of Commerce
1615 H Street, N.W.
Washington, D. C.
E. Clinton Stokes
Tel: 202/659-6173

Webb-Pomerene Export Trade Associations

These are special organizations, authorized by the Webb-Pomerene Export Trade Act of 1918 to help increase U.S. exports, encourage the exports of small business, and provide a means of effective competition with foreign cartels or combinations in export markets. Many of the associations purchase the products of their members and carry out all other merchandising functions abroad. Others act only as the agents for their members and disseminate and collate trade information in foreign markets. For further information write:

William A. Bailey
Assistant General Counsel for Export Trade
Federal Trade Commission
Washington, D. C. 20580

OVERSEAS OFFICES OF TRADE ASSOCIATIONS

A number of the trade associations with which FAS has continuing market development agreements (see pp. 24-27) have offices in foreign countries. These are listed here.

BELGIUM

Stephen Bowkett
Cotton Council International
P.O. Box 2
Waterloo
Tel: (Brussels) 549-205

Don R. Thompson, Representative
California-Arizona Citrus Industry
52 Rue du Progres
Brussels 1
Tel: 18-44-70

Jan Mertens, Overseas Director
National Cannery Association
32 Oudaan
Antwerpen 1
Tel: 31-85-56

T. J. Spannenburg, Country Representative
Rice Council for Market Development
Passage International
No. 20 - #86
Brussels 1
Tel: 17-20-75

Percy Rideout, European Representative
California Cling Peach Advisory Board
36 Avenue du Diamant
Brussels 4
Tel: 36-06-97

BRAZIL

Armando Gomez, Director
Great Plains Wheat, Ltda.
Edificio Avenida Central, Salas 3314-15
Avenida Rio Branco 156
Rio de Janeiro 2C-21
Tel: 42-4413-or-42-7846

GERMANY

Astrid Limberger, Country Representative
Rice Council for Market Development
Freiherr-Von-Stein-Str. 9
6 Frankfurt/Main
Tel: 72-95-34

Edmund H. Driggs, European Director
Peter H. Pohl, Director for Austria,
Germany and Switzerland
Institute of American Poultry Industries
Schillerstrasse 15
6 Frankfurt/Main
Tel: 28-79-15, 28-58-51, 28-58-52

GERMANY

Dr. Karl W. Fangauf, Country Director
Soybean Council of America, Inc.
Pelzerstrasse 13
2 Hamburg 1
Tel: 33-62-32

Klaus Werner, Director, Hamburg Office
U.S. Feed Grains Council
Ballindamm 9
Hamburg 1
Tel: 338786

Uwe Fischer
American Plywood Association
Hoexter, a-Weser

GREECE

Soto J. Vlastaris
Director, Athens Office
U.S. Feed Grains Council
5 Neofitou Douca Street
Athens 138
Tel: 718-431

INDIA

Allan Hunt, Director, New Delhi Office
Wheat Associates, U.S.A., Inc.
116 "E" Crescent
Chanakya Puri
New Delhi
Tel: 357-24

Maharajkumar Virendrasingh
Country Representative
Soybean Council of America, Inc.
B-49, Greater Kailash
New Delhi

IRAN

Enoch Lachinian, Country Director
Soybean Council of America, Inc.
Taghinia Building, Saadi Avenue
Tehran
Tel: 33-33-78

ITALY

Alessandro Morgante, Country Director
Institute of American Poultry Industries
Via XX Settembre 5
Rome
Tel: 463-216

OVERSEAS OFFICES OF TRADE ASSOCIATIONS (continued)

ITALY (continued)

Bernard L. Bradley, European Director
National Renderers Association
Via Abruzzi 25
Rome 00187
Tel: 479-386

Dr. Romano Graziani, Director, Rome Office
Darwin Stolte, Regional Livestock Specialist
U.S. Feed Grains Council
Via XX Settembre 5
Rome
Tel: 487-034 or 461-488

JAPAN

Carl C. Scott, Country Director
Institute of American Poultry Industries
Sannoh Daiichi Building
45 - 11, 1 - chome, Akasaka
Minato-ku
Tokyo
Tel: 583-2167, 583-2168

Scott Sawyers, Country Director
American Soybean Association
Nikkatsu International Building, Room 410
1, 1-chome Yurakucho, Chiyoda-ku
Tokyo
Tel: 271-8963

James L. Hutchinson, Far East
Marketing Director
Wheat Associates, U.S.A., Inc.
Tameike Tokyo Building (8th Floor)
30, Tameike-Cho, Akasaka
Minato-ku
Tel: 584-6136

William Hayakawa
American Plywood Association, Japan
Representative
c/o Willco International Corporation
Zenkyoren Building
No. 7, 2 Chome, Hirakawa-cho
Chiyoda-ku, Tokyo
Tel: 265-9561 or 2

G. Robert Peterson, Director, Tokyo Office
U.S. Feed Grains Council
French Bank Building
1-2 Akasaka
1-chome, Minato-ku
Tokyo
Tel: 583-4260

JAPAN (continued)

James Y. Iso, Far East Director
National Renderers Association
Akiyema Building
25 Nishikubo Akenfunecho
Shiba, Minato-ku
Tokyo
Tel: 501-0881 or 0882

NETHERLANDS

Melvin G. Maier, Regional Director
for Europe, Africa and Middle East
Great Plains Wheat, Inc.
E. N. Gebouw
Coolsingel 6
Rotterdam
Tel: 13-91-55

Leonard van der Velden, Benelux Director
Institute of American Poultry Industries
31 Westerkade
Rotterdam 2
Tel: 120-920, 137-540

Georg Schneider, Representative
Dried Fruit Association of California
Mathenesserlaan 259
Rotterdam
Tel: 010-251225

Allen W. Golberg
European Director of Programs
Martin Kallen, Director, Rotterdam Office
U.S. Feed Grains Council
E. N. Gebouw, Coolsingel 6
Rotterdam 1
Tel: 134-525

PAKISTAN

Rustom S. Patel, Country Representative
Soybean Council of America, Inc.
Room No. 122
Hotel Metropole Club Road
Karachi 17, (W. Pakistan)

PHILIPPINES

Fred Schneiter, Director, Manila Office
Wheat Associates, U.S.A., Inc.
P.O. Box 146
Rufino Building
Makati, Rizal
Manila
Tel: 88-33-08

OVERSEAS OFFICES OF TRADE ASSOCIATIONS (continued)

SPAIN

Conrad Amavisca, Director, Madrid Office
U.S. Feed Grains Council
Grupo 4, Planta 11
Oficina 8 y 9
Madrid 13
Tel: 24890

John J. Ward, European Representative
Soybean Council of America, Inc.
Nunez de Balboa 11
Madrid 1
Tel: 225-6227 or 275-3391

SWITZERLAND

Paul Ita, Director of Marketing
Rice Council for Market Development
Badenerstrasse 156
Zurich 4
Tel: 272255

TAIWAN

George E. Wood, Director of Taipei Office
Wheat Associates, U.S.A., Inc.
605 Chia Hsin Building
96 Chung Shan, North Road
Taipei, Section 2
Tel: 65-861

TURKEY

Vasfi Hakman, Country Representative
Soybean Council of America, Inc.
Tunali Hilmi Caddesi
Tunca Apt. 88/4, Kavaklidere
Ankara

UNITED KINGDOM

Colin Campbell, Director, London Office
U.S. Feed Grains Council
Eire Locomotive House
30-34 Buckingham Gate
London S. W. 1.
Tel: VIC-3189

Ann Smith, Country Representative
Rice Council for Market Development
87 Nottinghill Gate
London W. 11
Tel: BAY-9947 or 9948

John M. Schooley, European Representative
Northwest Horticultural Council
6-10 Bruton Street
London, W. 1.
Tel: 01-629-0777

Byron V. Oberg, Senior International
Representative
American Plywood Association
Treetops Paddocks Way
Ashtead
Surrey

VENEZUELA

Andre Abrajano, Director, Caracas Office
Great Plains Wheat, Inc.
Apartado 11450, Chacao
Caracas
Tel: 33 31 71

COMBINATION EXPORT MANAGERS

These organizations operate on a fee or commission basis in handling such export functions as sales, shipping, financing, credit risks, billing, sales promotion and advertising.

Names of individual CEM's handling food and agricultural products may be secured from the following associations of combination export managers:

National Association of Export Management
Companies (NEXCO), Inc.
99 Church Street
New York, New York 10007

Overseas Sales & Marketing Association
of America, Inc.
One East Wacker Drive - Suite 300
United of America Building
Chicago, Illinois 60601

Florida World Trade Association
P.O. Box 171
Miami International Airport
Miami, Florida 33148

Export Managers Association
c/o Pan Commercial International, Inc.
108 Grove Street
Worcester, Massachusetts 01605

Council of Ohio Combination Export Managers
690 Union Commerce Building
Cleveland, Ohio 44115

Michigan Association of Export Management
Companies
1616 Ford Building
Griswold Street.
Detroit, Michigan 48226

Export Managers Association of Southern
California
612 South Flower Street - Suite 742
Los Angeles, California 90017

Combination Export Managers Association
of Connecticut
222 Rimmon Road
North Haven, Connecticut 06473

Southwest Association of Exporters, Inc.
P.O. Box 2514
Dallas, Texas 75222

FINANCING AND CREDIT

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does.

The Commodity Credit Corporation provides for the financing of export sales of certain U.S. agricultural commodities for periods of a maximum of 36 months. This enables the U.S. exporter to sell such agricultural commodities to the foreign importer on a deferred-payment basis. For all transactions there is required an acceptable bank obligation and an assignment by the U.S. exporter of his account receivable. Interest is charged at rates announced each month by CCC. For further information contact:

General Sales Manager, FAS
U.S. Department of Agriculture
14th and Independence Avenue, S.W.
Washington, D. C. 20250
Tel: 388-4042

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U.S. government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. For further information contact:

Export-Import Bank of Washington
811 Vermont Avenue, N.W.
Washington, D. C. 20571
Tel: 737-7890

TRANSPORTATION SERVICES

INFORMATION

Ocean Transportation Division

Foreign Agricultural Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: 202/388-3664

General information on ocean transportation services for exports of food and agricultural commodities.

Regulatory Bodies

Civil Aeronautics Board
1825 Connecticut Avenue, N.W.
Washington, D. C. 20428
Tel: 202/393-3111

An independent regulatory agency to encourage the development of an effective air-transportation system; regulate air transportation; promote adequate, economical, and efficient service at reasonable charges; promote safety in air commerce; and promote, encourage, and develop civil aeronautics.

Interstate Commerce Commission
Constitution Avenue and 12th Street, N.W.
Washington, D. C. 20423
Tel: 202/737-9765

A Federal agency to regulate interstate surface transportation for the benefit of the public. In its regulatory roll, the ICC bears a broad responsibility for assuring that the American Public has an adequate and efficient transportation system under private ownership--one that gives equal treatment to all.

Federal Maritime Commission
1321 H Street, N.W.
Washington, D. C. 20573
Tel: 202/783-5200

An independent agency responsible for administering the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

ASSOCIATIONS

Air Freight Forwarders Association
1730 Rhode Island Avenue, N.W.
Washington, D. C. 20005
Tel: 202/293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic functions for companies not having traffic departments and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking and other services.

Air Transport Association of America
1000 Connecticut Avenue, N.W.
Washington, D. C. 20036
Tel: 202/296-5800

A trade association representing domestic and international scheduled U.S. flag airlines with headquarters in Washington, D. C. The association includes an air freight marketing group offering assistance to exporters of food and agricultural products.

Association of American Railroads
815 17th Street, N.W.
Washington, D. C. 20006
Tel: 202/NA8-9020

The central coordinating and research agency in railroad operation--maintenance, engineering, research, safety, accounting, finance, valuation, taxation, legislation and transportation.

American Trucking Association
1616 P Street, N.W.
Washington, D. C. 20036
Tel: 202/DU7-3200

A national federation of fifty-one independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and thirteen independent and autonomous "conferences," each of which represents a special class or type of trucking operations.

ASSOCIATIONS (continued)

American Association of Port Authorities
601 Southern Building
Washington, D. C. 20005
Tel: 202/RE7-0043

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

Containerization Institute, Inc.
15 East 40th Street
New York, New York 10016
Tel: 212/686-1824

A clearing house of information about the container industry. Acts as liaison with industry committees and government agencies and is the industry headquarters for information on technical problems and new developments.

AGRIBUSINESS SERVICES

Agribusiness Industry Advisory Committee

An industry committee, jointly sponsored by the Departments of Agriculture and Commerce, for an interchange of ideas and information between industry and government with a view to developing programs to expand U.S. exports of agricultural commodities and industrial products used by agricultural and related industries overseas.

Phil S. Eckert, Executive Assistant
Department of Commerce
Room 1859, Commerce Building
Washington, D. C. 20402
Tel: 202/967-4524

The Agribusiness Council, Inc.

Scope of Activities: The Council's main functions are: (1) To make available to agribusiness leaders information about selected developing countries with acceptable investment climates; (2) To improve liaison and exchange of information with governments, international organizations, universities, foundations and other nonprofit groups; (3) To act as an information and referral center, both providing data and assisting the membership in locating sources of information.

George L. Mehren, Executive Director
Room 2561
299 Park Avenue
New York, New York 10017
Tel: 212/755-7636

RESEARCH AND TRAINING

Sources of information and assistance in foreign marketing research and training of personnel to be stationed overseas:

American Institute of Foreign Trade

59th Avenue and Greenway Road
Phoenix, Arizona
Tel: 602/938-0000

Language training for overseas executives.

American Management Association

135 West 50th Street
New York, New York 10020
Lawrence A. Appley, President

Provides training, research, publications, and information services required by managers in international business.

American Marketing Association

230 North Michigan Avenue
Chicago, Illinois 69601
Earl G. Johnson, Executive Director

International marketing research, seminars and conferences.

American Society of International Executives

Secretarial Suite
Sheraton Hotel
Philadelphia, Pennsylvania 19103
Tel: 215/563-8887

A nonprofit national professional society to set standards, give examinations and bestow appropriate recognition on men and women with skills important to international commerce. Includes training and credentials for export documentary specialists, export managers, international freight forwarders and traffic managers.

Business Council for International Understanding

420 Lexington Avenue
New York 17, New York
John Habberton, Executive Director

Conducts training program for administrative, technical, and advisory personnel of middle and upper management who are assigned abroad, or home-based executives with responsibilities in their companies' international affairs.

International Management Association

135 West 50th Street
New York, New York 10020
David J. Secunda, President
(Affiliate of American Management Association)

Management education services overseas.

International Study and Research Institute, Inc.

219 E. 49th Street
New York, New York
Tel: 212/421-8580

Sales and Marketing Executives International

630 Third Avenue
New York, New York 10017
William M. Driscoll, Executive Director

Interchange of sales information and marketing techniques with executives in other countries. Conducts training seminars.

ADVERTISING AND PUBLIC RELATIONS ASSOCIATIONS

Sources of information:

International Advertising Association
475 Fifth Avenue
New York, New York 10017
Kenneth Godfrey, Executive Secretary

Research and information on international advertising.

International Media Buyers Association
475 Fifth Avenue
New York, New York 10017
Mary Rodrigues, President

Information on foreign advertising media.

International Public Relations Association
230 Park Avenue
New York, New York 10016
Donald E. Lynch, U.S. Director

A clearing house for the exchange of public relations ideas in countries where a recognized body of public relations professionals exist.

FOREIGN EMBASSIES in the UNITED STATES

Information on economic and political conditions, duties and other foreign government regulations, travel, accomodations, etc.

Afghanistan Embassy
2001 24th Street, N.W.
Washington, D. C. 20008

Algerian Embassy
2118 Kalorama Road, N.W.
Washington, D. C. 20008

Argentine Embassy
1600 New Hampshire Avenue, N.W.
Washington, D. C. 20009

Australian Embassy
1700 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Austrian Embassy
2343 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Belgian Embassy
3330 Garfield Street, N.W.
Washington, D. C. 20008

Bolivian Embassy
1145 19th Street, N.W.
Washington, D. C. 20036

Brazilian Embassy
3008 Whitehaven Street, N.W.
Washington, D. C. 20008

British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Bulgarian Embassy
2100 16th Street, N.W.
Washington, D. C. 20009

Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Embassy of Chile
1736 Massachusetts Avenue, N.W.
Washington, D. C. 20036

Chinese Embassy
2311 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Colombian Embassy
2118 Leroy Place, N.W.
Washington, D. C. 20008

Costa Rica Embassy
2112 S Street, N.W.
Washington, D. C. 20008

Danish Embassy
3200 Whitehaven Street, N.W.
Washington, D. C. 20008

Dominican Republic Embassy
1715 22nd Street, N.W.
Washington, D. C. 20008

Embassy of Ecuador
2535 15th Street, N.W.
Washington, D. C. 20009

Embassy of El Salvador
2308 California Street, N.W.
Washington, D. C. 20008

Embassy of Ethiopia
2134 Kalorama Road, N.W.
Washington, D. C. 20008

Finnish Embassy
1900 24th Street, N.W.
Washington, D. C. 20008

French Embassy
2535 Belmont Road, N.W.
Washington, D. C. 20008

German Embassy
4645 Reservoir Road, N.W.
Washington, D. C. 20007

Embassy of Ghana
2460 16th Street, N.W.
Washington, D. C. 20009

Greek Embassy
2221 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Guatemala
2220 R Street, N.W.
Washington, D. C. 20008

FOREIGN EMBASSIES (continued)

Honduras Embassy
4715 16th Street, N.W.
Washington, D. C. 20011

Hungarian Embassy
2437 15th Street, N.W.
Washington, D. C. 20009

Icelandic Embassy
2022 Connecticut Avenue, N.W.
Washington, D. C. 20008

Indian Embassy
2107 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Iran
3005 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Iraq
1801 P Street, N.W.
Washington, D. C. 20036

Embassy of Ireland
2234 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Israel
1621 22nd Street, N.W.
Washington, D. C. 20008

Italian Embassy
1601 Fuller Street, N.W.
Washington, D. C. 20009

Embassy of Jamaica
1666 Connecticut Avenue, N.W.
Washington, D. C. 20009

Embassy of Japan
2520 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Jordan
2319 Wyoming Avenue, N.W.
Washington, D. C. 20008

Embassy of Kenya
1875 Connecticut Avenue, N.W.
Washington, D. C. 20009

Korean Embassy
2320 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Lebanon
2560 28th Street, N.W.
Washington, D. C. 20008

Liberian Embassy
5201 16th Street, N.W.
Washington, D. C. 20011

Embassy of Libya
1611 Upshur Street, N.W.
Washington, D. C. 20011

Luxembourg Embassy
2210 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Malaysia
2401 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Mexican Embassy
2829 16th Street, N.W.
Washington, D. C. 20009

Embassy of Morocco
1601 21st Street, N.W.
Washington, D. C. 20009

Netherlands Embassy
4200 Linnean Avenue, N.W.
Washington, D. C. 20008

Nicaraguan Embassy
1627 New Hampshire Avenue, N.W.
Washington, D. C. 20009

Embassy of Nigeria
1333 16th Street, N.W.
Washington, D. C. 20036

Norwegian Embassy
34th & Massachusetts Avenue, N.W.
Washington, D. C. 20007

Embassy of Pakistan
2315 Massachusetts Avenue, N.W.
Washington, D. C. 20008

Embassy of Paraguay
1825 Connecticut Avenue, N.W.
Washington, D. C. 20009

Peruvian Embassy
1320 16th Street, N.W.
Washington, D. C. 20036

FOREIGN EMBASSIES (continued)

Philippine Embassy
1617 Massachusetts Avenue, N. W.
Washington, D. C. 20036

Polish Embassy
2640 16th Street, N. W.
Washington, D. C. 20009

Portuguese Embassy
2125 Kalorama Road, N. W.
Washington, D. C. 20008

Royal Thai Embassy
2300 Kalorama Road, N. W.
Washington, D. C. 20008

Rumanian Embassy
1601 23rd Street, N. W.
Washington, D. C. 20008

Saudi Arabian Embassy
1520 18th Street, N. W.
Washington, D. C. 20036

Embassy of the Republic of Singapore
1825 Connecticut Avenue, N. W.
Washington, D. C. 20009

South African Embassy
3051 Massachusetts Avenue, N. W.
Washington, D. C. 20008

Embassy of Spain
2700 15th Street, N. W.
Washington, D. C. 20009

Swedish Embassy
2249 R Street, N. W.
Washington, D. C. 20008

Switzerland Embassy
2900 Cathedral Avenue, N. W.
Washington, D. C. 20008

Embassy of Trinidad & Tobago
2209 Massachusetts Avenue, N. W.
Washington, D. C. 20008

Embassy of Tunisia
2408 Massachusetts Avenue, N. W.
Washington, D. C. 20008

Turkish Embassy
1606 23rd Street, N. W.
Washington, D. C. 20008

Embassy of Uganda
5909 16th Street, N. W.
Washington, D. C. 20011

Embassy of Uruguay
1918 F Street, N. W.
Washington, D. C. 20006

Venezuelan Embassy
2445 Massachusetts Avenue, N. W.
Washington, D. C. 20008

Yugoslav Embassy
2410 California Street, N. W.
Washington, D. C. 20008

EXPORT PUBLICATIONS

U.S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U.S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: \$10.00 per year in U.S. (\$13.00 foreign). Send order and check to Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402.

Foreign Agriculture Circulars: Production, trade, and other specialized reports on 23 major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. For complete information and order blank write: Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write: Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250.

Terms Used in International Agricultural Trade: A vocabulary of foreign agricultural trade terms (FAS-M-152 Revised April 1967). Write Information Service Branch, FAS, Room 5918 S., U.S. Department of Agriculture, Washington, D. C. 20250.

Economic Research Service

Foreign Agricultural Trade of the United States: A monthly analytical review of the foreign agricultural trade of the United States, emphasizing current status and outlook for trade, including Food-for-Freedom shipments. Regularly summarizes cumulative data on quantity and value from July 1 of the current year with comparisons for the corresponding period of the previous year; cumulative country totals from July 1 of the current year only. Government program information consists of quantity and value totals for individual commodities and countries as available. Frequently includes timely articles of special interest to American exporters and importers. Once a year includes fiscal year data on imports of fruits and vegetables under quarantine. Free in the United States. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D. C. 20250.

Supplements to Foreign Agricultural Trade of the United States: U.S. Foreign Agricultural Trade by Commodities--issued on a fiscal year and calendar year basis--contains detailed quantity and value data for the 2 most recent years, quantity indices, and historical series. U.S. Foreign Agricultural Trade by Countries--issued on a fiscal year and calendar year basis--contains commodity-by-country and country-by-commodity data for the most recent year only. Apply as above.

The World Agricultural Situation: Review and Outlook: Foreign Agricultural Economic Report issued annually together with four regional supplements--Europe and the Soviet Union, the Western Hemisphere, Far East and Oceania, and the Africa and West Asia Agricultural Situation. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D. C. 20250

U.S. DEPARTMENT OF COMMERCE

Checklist of International Business Publications: Lists all international publications of Commerce Department, including all available Overseas Business Reports. Semiannual. Order only from Department of Commerce Field Offices. Free.

Commerce Business Daily. A daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D. C. 20402. \$15, a year; \$57 airmail.

International Commerce. Weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. \$20 a year (\$26.25 to foreign address). Sample copy from Department of Commerce field office on request.

Trade Contact Surveys. Individual surveys conducted in a foreign country or area to enable U.S. firms to find agents and distributors that meet their specific requirements. Available from Department of Commerce Field Offices. \$50 each.

Sources of Credit Information on Foreign Firms. A ready reference to the principal sources of foreign credit information which exist in the United States and abroad. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D. C. 20402. \$0.35 each.

Agribusiness Organization Directory. A selected list of Government and private organizations engaged in or concerned with international agribusiness. Order from Bureau of International Commerce, U.S. Department of Commerce, Washington, D. C. 20230.

Trade Lists. Each list contains names, addresses, and brief descriptions of foreign firms (manufacturers, exporters, importers, distributors, agents, etc.) handling a specific commodity in a particular country. Available from Department of Commerce Field Offices. \$1 each.

World Trade Directory Reports. Each report furnishes detailed commercial and financial information on a specific foreign firm to provide some basis for determining its competence and reliability. Information includes data as to type of organization, method of operation, lines handled, size, capitalization, sales volume, names of officers, reputation, American representatives, and other references. Available from Department of Commerce and Field Offices. \$2 each.

SMALL BUSINESS ADMINISTRATION

Export Marketing for Smaller Firms. This Small Business Administration publication describes how smaller business firms can either expand their export trade or enter the export market. Order from Superintendent of Documents, Washington, D. C. 20402, 50 cents.

TRANSPORTATION (Selected list)

Airline Management & Marketing (Magazine) - Features articles on airline management and marketing; published monthly by Ziff-Davis Publishing Company, One Park Avenue, New York, N. Y. 10016; subscription rate \$1.00 per copy; editor Richard Slawsky.

Transport Topics (Newspaper) - Features articles on motor carrier freight management, regulatory and legislative matters, financial reports, and engineering and operational developments in the motor carrier industry; published weekly by American Trucking Association, 1616 P Street, N.W., Washington, D. C. 20036; subscription rate \$15 per year or \$23 for 2 years; editor William S. Odlin, Jr.

TRANSPORTATION (Selected list) (continued)

Container News (Magazine): Magazine of containerization: air, rail, marine, and highway; published monthly by Container News Inc., 150 East Fifty-Second Street, New York, New York 10022; subscription rate \$0.50 per copy; editor Marc Felice.

Air Forwarder (Magazine) - Shipper's guide to domestic and international freight forwarders registered with the Civil Aeronautics Board, and to cargo sales agents authorized by the International Air Transport Association to handle freight for carriage by the scheduled international airlines; published annually by Budd Publications, Inc., 26 Beaver Street, New York, New York 10004; subscription rate \$1.00 per copy; editor John F. Budd.

Air Cargo (Magazine) - Standard reference of the Air Traffic Conference of America and the International Air Transport Association; in addition to highlighting changes in rates and regulatory proceedings, it also includes complete air cargo schedules; published monthly by American Aviation Publications, Inc., 1001 Vermont Avenue, N.W., Washington, D. C. 20005; subscription rate \$10.00 per year; editor Wallace Longstreth.

OTHER EXPORT PUBLICATIONS

Guide to Foreign Information Sources. Lists foreign embassies and legations in the United States; other organizations and services relating to major areas world. Chamber of Commerce of United States, 1615 H Street, N.W., Washington, D. C. 20006. \$0.25.

ABC Europe Production. Lists 450,000 names and addresses of exporters; importers; banks; insurance, advertising and transportation companies in 17 Western European countries. Indexed in English, French, German, Italian and Spanish. Annual. ABC Verlagshaus, Berliner Allee 8, Darmstadt, West Germany. \$12.50.

American Register of Exporters and Importers. Lists over 20,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. Annual. American Register of Exporters and Importers Corp., 90 West Broadway, New York, N. Y. 10007. \$15 (\$16 for foreign address).

Exporters' Encyclopedia. Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade. Annual. Price includes twice-monthly supplementary bulletins and newsletters. Dun & Bradstreet Publications, 99 Church Street, New York, N. Y. 10007. \$50.

Foreign Commerce Handbook. Outlines functions, activities and services of U.S. Government and inter governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals. Chamber of Commerce of the United States, 1615 H Street, N.W., Washington, D. C. 20006. 16th edition, 1967. \$2.

International Trade Handbook. Basic principles, documentation and finance, legal aspects, establishment and operation of an overseas organization. The Dartnell Corporation, 4660 Ravenswood Avenue, Chicago, Ill. 60640. \$17.50.

An Introduction to Doing Import and Export Business. Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information. Chamber of Commerce of the United States, 1615 H Street, N.W. Washington, D. C. 20006. 6th edition. 1962. \$2.

World Trade Data Yearbook. Special supplement to Business Abroad magazine. Articles, tables, directories, study of export credit terms. Dun & Bradstreet Publications Corp., 466 Lexington Avenue, New York, New York 10017, \$5.

